

# **Inviting Prospects to Team**

# **GTE**

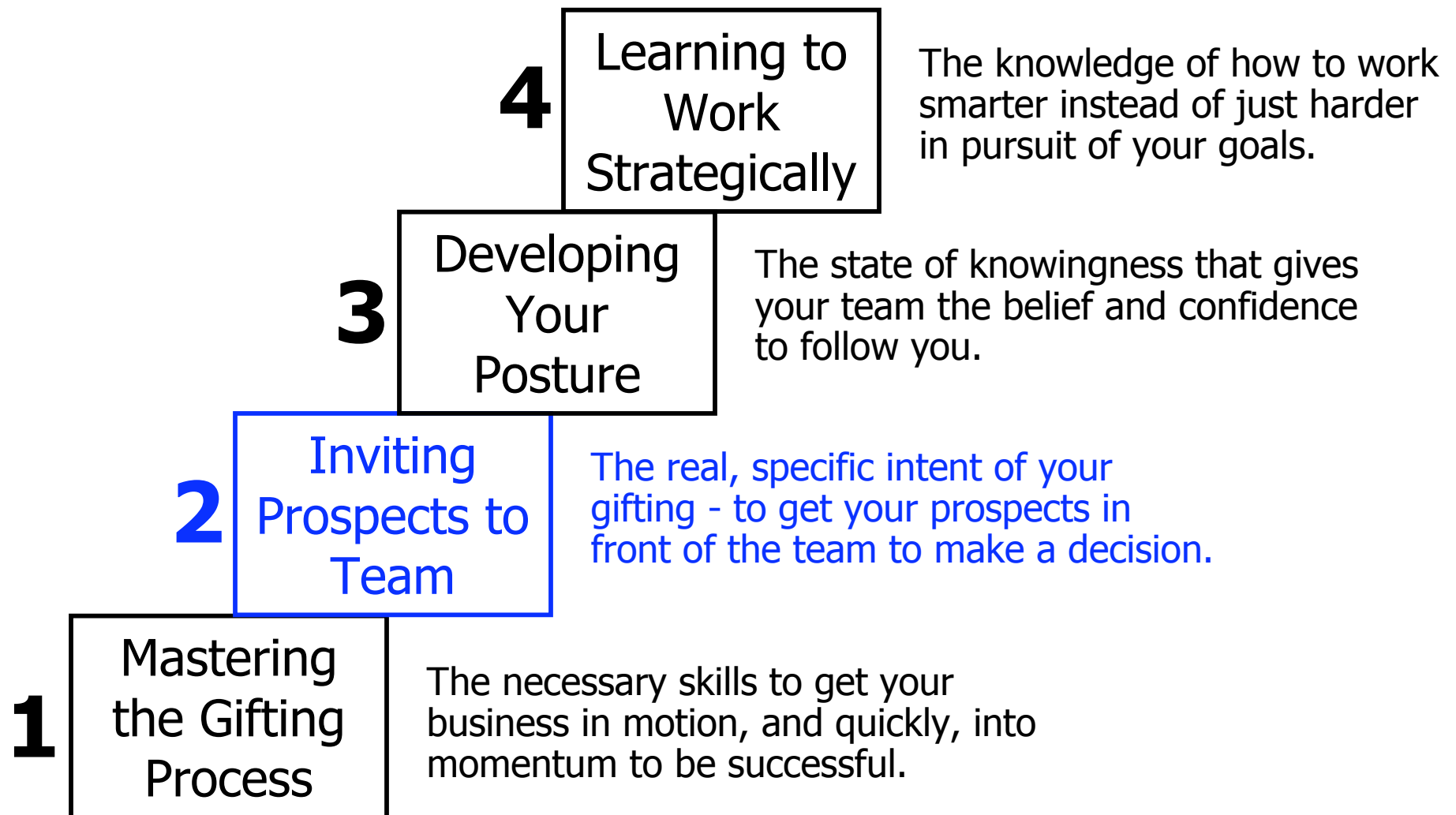
## **Learning the Power and Role of TEAM**

**Conference Dial-in Number:** (641) 715.3840  
**Participant Access Code:** 997753#

A live training based on Terhune Lessons at  
[Http://mynetimpact.com](http://mynetimpact.com)

# Today's **Key Step** to Master

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# Job 1 is to Get 20 Wide

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- **First set out to find 20 customers and/or associates who would benefit from these products**
  - Build a list of the people you love, know and care about
  - Sort them by the healthiest and most entrepreneurial first
- **You are out to find four associates to partner with you to build your team**
  - Team is defined as
    - Four leaders who see what you see with this business
    - Four leaders who care about people
    - Four leaders for you to serve
  - Chose four associates who you want at your dinner table
  - Chose four associates who “see it big and want it now”
- **Everyone benefits from the convenience plan**
  - Advantage Customers get the best price and earn free product
  - Convenience Plan Advantage customers achieve the best results since the products’ effects are cumulative
  - Associates are rewarded for growing their customer base

# **So, Let's Go Right at It**

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- 1. You are 100% in control of your results**
- 2. You have a team of hundreds**
  - Upteam
  - Downteam
  - Crossteam**...to help you**

**So...**

- Let's understand where you are**
- Let's move past whatever's holding you back...**

**And win.**

# Team Offers More, If You Let It

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- **Let's understand the two main reasons why associates don't bring their prospects to team**
  1. They don't understand the power of the collective
  2. They have not been successful in attempts to invite prospects
- **When someone doesn't know the power of the collective**
  - They make up their minds and say things like:
    - "My friends and colleagues trust me"
    - "The team will try to sell my people"
    - "I don't know if they'll like the team, so I'll make sure they only speak to those who I know will impress them"
    - "People in \_\_\_\_\_ are different– they won't come to an event like that"
    - "People in \_\_\_\_\_ are different– they won't do a three way call"
  - Your results are 3x larger if you use the team
- **When someone has been unsuccessful in inviting prospects**
  - They cannot convert a gifting to an invite to team so they say things:
    - "Everyone I ask says no"
    - "The people I gift never come never show up"
    - "People in \_\_\_\_\_ are different– they won't come to an event like that"
    - "People in \_\_\_\_\_ are different– they won't do a three way call"
  - Today we will teach you this skill

# If You Knew What We Know...

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- **You'd understand that team is the only place that**
  - Your individual results more than triple
  - Your prospect gets a breakthrough is through the team
  - Your business duplicates, and then grows without you
- **Team is defined as**
  - Anyone other than you
    - Xplore/Experience and Regional Univera events are the best
    - Any third party person (via phone or in person) starts the process
  - A place where your prospect gets
    - Scientific Validation
    - Business Validation
    - Business Belief
    - Community
    - Relief from the common work-life
    - Recognition
    - Momentum

# Leveraging the T in Team

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- **Explore Events are our most powerful tool because prospects:**
  - Get excited
    - By seeing the caliber of others involved
    - By learning how Univera is clearly different
  - Try the product
    - 75% of the prospects who attend, take the 90 day challenge
  - Join the business
    - 20% of prospects who get on the product from an Explore Univera Event, join us in this business

# Explore Meetings Create a Special Energy

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- **Why do we host Explore Univera Events?**
  - Our most valuable asset
  - Our opportunity to tell the intriguing story of Univera
  - Energizes your team together every week
  - Recognizes associates for their health and business victories
- **A vibrant Explore Event creates a special dynamic**
  - Prospects see others get excited about products and story
  - Product stories validate the product's efficacy
  - The speakers carry “expert” status that allows your prospect to really hear things that they cannot hear from you
  - Our ASPs are very professionally presented, giving the business and the science greater credibility



# Attendance at an Explore Event

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- **Your Attendance**

- We are all members of our local team
- Being on a team comes with responsibility
- Bigger numbers = greater excitement
- It is a great opportunity to continually learn
- Our Golden Rule
  - When you have a prospect, you need the team
  - When you don't have a guest, the team needs you

- **Your Prospect's Attendance**

- They've received the gift, information, and been compliant
- They come to your Explore Univera Event because
  - They care about their health
  - They are "doing you a favor" by coming to the information
- 85% of attendees try the product
- 20% of customers come into the business

# Study, and Learn, Language

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- **The key to getting another person to take action is for you to get them to understand the BENEFIT to them in taking action**
- **You can do this most effectively through the language that you use**
- **Memorize the following statement**
  - “The BENEFIT to you in attending this event is...”
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# Tell What the Benefit Is to Them!

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- **Like mathematics, effective language is learned**
- **Here are some actual language to help you find what best fits you, and your prospect**
  - “The Benefit to you in attending this event is...
    - ...you will get “insider information” about science breakthroughs that are occurring in the field of anti-aging”
    - ...you will learn lifestyle strategies that will improve your current state of health and long term wellness”
    - ...you will learn why there is an enormous movement away from pharmaceutical solutions to natural products”
    - ...you will get “insider information” about cutting edge science validated natural products that are currently available and about those in the pipeline”
    - ...you will meet local professionals, some of whom are medical professionals focused on the ageing process and how to be healthier at every age”
    - ...you will learn how to be healthier at every age and how to improve the quality of your life and the life of those you love”
- **Do not discredit this language— use it and see how well it works and then develop your own**

# Common Mistakes in the Invite

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- **Often, invites lack a sense of importance or urgency, so they are easily delayed**

*"If you can't make this one we have one every week"*

*"If you have a chance, come on by"*

- The invitation lacks urgency because you lack urgency -- if you are in pursuit of a goal, with a date on it, transfer that sense of urgency
  - You are looking for only four leaders in your business
  - Once you've found them, you are dedicated and committed

If your prospect says *"I'll try to get there"*

- For those of us in the business, we know that's code for I am DEFINITELY NOT coming
- Have the courage to be direct and say "So you are definitely not coming, right?"
- It will always lead to a commitment, either yes or no

- **Once you understand the limited number of leaders we can have front line, and the lives waiting for us to change, each event has a tremendous sense of urgency**

# Paving the Road to “Yes”

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- **Find your strength/posture in your invitation**
  - The bigger your belief system, then more will say *yes*
  - Belief can be in several areas
    - The products
    - The company
    - Your team
    - Yourself
- **Most lead with the product in bringing prospects to the Explore Univera Event**
  - Getting more information about the product
  - Understanding the benefits of the product
- **Most who join us in business are not looking for a business -- they *find* the business at this Event**

# Go Deeper in Your Learning

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- **Special cases where the gift does not come before the Explore event**
  - An opportunity lead with a former boss or entrepreneur
  - A special event speaker coming to town
  - A referral who you “bait” to an Event with the gift
  - An overscheduled colleague who has a reputation for being late
- **Get on <http://mynetimpact.com> and get the training and resources to round out your learning!**
- **Remember**
  - The team is always happy to see you
  - The team wants to serve you
  - The team needs you and you need the team
  - Leverage the strongest tool that we own